

10:00 AM
June 1, 2022
Cash Basis

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison
January through May 2022

| | <u>Jan - May 22</u> | <u>Jan - May 21</u> | <u>\$ Change</u> | <u>% Change</u> |
|--|-------------------------|------------------------|------------------------|---------------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4000 · Revenue | 42,305.58 | 21,170.96 | 21,134.62 | 99.8% |
| Total Income | 42,305.58 | 21,170.96 | 21,134.62 | 99.8% |
| Cost of Goods Sold | | | | |
| 5000 · Cost of Goods Sold | 4,610.00 | | 4,610.00 | 100.0% |
| Total COGS | 4,610.00 | | 4,610.00 | 100.0% |
| Gross Profit | 37,695.58 | 21,170.96 | 16,524.62 | 78.1% |
| Expense | | | | |
| 6000 · State Administration | 8,299.77 | 1,947.99 | 6,351.78 | 326.1% |
| 6100 · Insurance | 9,793.32 | 9,732.64 | 60.68 | 0.6% |
| 6200 · State Committees | 6,225.00 | 1,700.00 | 4,525.00 | 266.2% |
| 6500 · Region & Branch Meetings | 1,353.88 | 33.87 | 1,320.01 | 3,897.3% |
| 66010 · Bank Service Charges | 12.00 | | 12.00 | 100.0% |
| Total Expense | 25,683.97 | 13,414.50 | 12,269.47 | 91.5% |
| Net Ordinary Income | 12,011.61 | 7,756.46 | 4,255.15 | 54.9% |
| Net Income | <u>12,011.61</u> | <u>7,756.46</u> | <u>4,255.15</u> | <u>54.9%</u> |

10:00 AM
June 1, 2022
Cash Basis

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
January through May 2022

| | <u>Jan - May 22</u> | <u>Jan - May 21</u> |
|--|---------------------|---------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4000 · Revenue | | |
| 4100 · Pro Rated Assessment | | |
| 4101 · Q1 Assessment (\$17,500) | 18,793.25 | |
| 4102 · Q2 Assessment (\$17,325) | 17,637.41 | 19,440.75 |
| Total 4100 · Pro Rated Assessment | 36,430.66 | 19,440.75 |
| 4400 · Hardware Sales | 375.50 | |
| 4500 · Interest Inc | 2.50 | 12.61 |
| 4600 · Other | | |
| 4601 · Branch closing | 5,496.92 | 1,717.60 |
| Total 4600 · Other | 5,496.92 | 1,717.60 |
| Total 4000 · Revenue | 42,305.58 | 21,170.96 |
| Total Income | 42,305.58 | 21,170.96 |
| Cost of Goods Sold | | |
| 5000 · Cost of Goods Sold | | |
| 5100 · Hardware Purchase | 4,610.00 | |
| Total 5000 · Cost of Goods Sold | 4,610.00 | |
| Total COGS | 4,610.00 | |
| Gross Profit | 37,695.58 | 21,170.96 |
| Expense | | |
| 6000 · State Administration | | |
| 6010 · Officer Expenses | | |
| 6013 · Secretary - Travel | | 38.00 |

10:00 AM
June 1, 2022
Cash Basis

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
January through May 2022

| | <u>Jan - May 22</u> | <u>Jan - May 21</u> |
|---|---------------------|---------------------|
| 6018 · State Advisor-Travel | | |
| 6018a · State Parliamentarian - Travel | 138.60 | |
| Total 6018 · State Advisor-Travel | <u>138.60</u> | |
| Total 6010 · Officer Expenses | 138.60 | 38.00 |
| 6020 · State Office Expenses | | |
| 6021 · Bank Fees | 3.00 | 3.00 |
| 6022 · Supplies | 805.99 | 495.04 |
| 6023 · Printing and Copies | 13.05 | 78.39 |
| 6024 · Postage | 325.59 | 70.00 |
| 6026 · Mileage | 48.60 | |
| 6028 · Software | 334.94 | 398.56 |
| 6030 · California Taxes - SI-100's | 55.00 | 840.00 |
| 6030 a · Attorney General - RCT Filings | 6,575.00 | 25.00 |
| Total 6020 · State Office Expenses | <u>8,161.17</u> | <u>1,909.99</u> |
| Total 6000 · State Administration | 8,299.77 | 1,947.99 |
| 6100 · Insurance | | |
| 6110 · Commercial Package | 6,088.00 | 6,083.82 |
| 6111 · Directors and Officers | 1,602.00 | 1,578.00 |
| 6113 · Umbrella | 2,103.32 | 2,070.82 |
| Total 6100 · Insurance | <u>9,793.32</u> | <u>9,732.64</u> |
| 6200 · State Committees | | |
| 6300 · Growth & Membership Committee | | |
| 6305 · Zoomer Awards | | 300.00 |
| Total 6300 · Growth & Membership Committee | | <u>300.00</u> |

10:00 AM
June 1, 2022
Cash Basis

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
January through May 2022

| | <u>Jan - May 22</u> | <u>Jan - May 21</u> |
|--|---------------------|---------------------|
| 6360 · Public Image | 6,225.00 | 1,400.00 |
| Total 6200 · State Committees | 6,225.00 | 1,700.00 |
| 6500 · Region & Branch Meetings | | |
| 6502 · Lodging & Meals | 116.25 | |
| 6503 · Mileage & Tolls | 748.47 | |
| 6505 · Supplies | 238.09 | 33.87 |
| 6510 · Branch Officer Training | | |
| 6511 · Facilities | 200.00 | |
| 6515 · Supplies | 51.07 | |
| Total 6510 · Branch Officer Training | 251.07 | |
| Total 6500 · Region & Branch Meetings | 1,353.88 | 33.87 |
| 66010 · Bank Service Charges | 12.00 | |
| Total Expense | 25,683.97 | 13,414.50 |
| Net Ordinary Income | 12,011.61 | 7,756.46 |
| Net Income | 12,011.61 | 7,756.46 |

10:02 AM
 June 1, 2022
 Cash Basis

Sons In Retirement, Incorporated
 Income & Expense Budget vs. Actual - 2022
 January through May 2022

| | Jan - May 22 | Budget | \$ Over Budget |
|-----------------------------------|--------------|-----------|----------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 4000 · Revenue | | | |
| 4100 · Pro Rated Assessment | | | |
| 4101 · Q1 Assessment (\$17,500) | 18,793.25 | 17,500.00 | 1,293.25 |
| 4102 · Q2 Assessment (\$17,325) | 17,637.41 | 17,325.00 | 312.41 |
| Total 4100 · Pro Rated Assessment | 36,430.66 | 34,825.00 | 1,605.66 |
| 4400 · Hardware Sales | 375.50 | 125.00 | 250.50 |
| 4500 · Interest Inc | 2.50 | 12.50 | (10.00) |
| 4600 · Other | | | |
| 4601 · Branch closing | 5,496.92 | 210.00 | 5,286.92 |
| Total 4600 · Other | 5,496.92 | 210.00 | 5,286.92 |
| Total 4000 · Revenue | 42,305.58 | 35,172.50 | 7,133.08 |
| Total Income | 42,305.58 | 35,172.50 | 7,133.08 |
| Cost of Goods Sold | | | |
| 5000 · Cost of Goods Sold | | | |
| 5100 · Hardware Purchase | 4,610.00 | | |
| 5000 · Cost of Goods Sold - Other | | 125.00 | (125.00) |
| Total 5000 · Cost of Goods Sold | 4,610.00 | 125.00 | 4,485.00 |
| Total COGS | 4,610.00 | 125.00 | 4,485.00 |
| Gross Profit | 37,695.58 | 35,047.50 | 2,648.08 |
| Expense | | | |
| 6000 · State Administration | | | |
| 6010 · Officer Expenses | | | |
| 6011 · President - Travel | | 290.00 | (290.00) |

10:02 AM
June 1, 2022
Cash Basis

Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2022
January through May 2022

| | <u>Jan - May 22</u> | <u>Budget</u> | <u>\$ Over Budget</u> |
|---|---------------------|-----------------|-----------------------|
| 6012 · Vice President - Travel | | 290.00 | (290.00) |
| 6013 · Secretary - Travel | | 187.50 | (187.50) |
| 6015 · Treasurer - Travel | | 187.50 | (187.50) |
| 6016 · Assistant Treasurer - Travel | | 115.00 | (115.00) |
| 6017 · Chief Admin Officer - Travel | | 175.00 | (175.00) |
| 6018 · State Advisor-Travel | | | |
| 6018a · State Parliamentarian - Travel | 138.60 | | |
| 6018 · State Advisor-Travel - Other | | 175.00 | (175.00) |
| Total 6018 · State Advisor-Travel | <u>138.60</u> | <u>175.00</u> | <u>(36.40)</u> |
| Total 6010 · Officer Expenses | 138.60 | 1,420.00 | (1,281.40) |
| 6020 · State Office Expenses | | | |
| 6021 · Bank Fees | 3.00 | 10.00 | (7.00) |
| 6022 · Supplies | 805.99 | 335.00 | 470.99 |
| 6023 · Printing and Copies | 13.05 | 165.00 | (151.95) |
| 6024 · Postage | 325.59 | 165.00 | 160.59 |
| 6026 · Mileage | 48.60 | 85.00 | (36.40) |
| 6027 · Web site/Server | | 565.00 | (565.00) |
| 6028 · Software | 334.94 | 835.00 | (500.06) |
| 6030 · California Taxes - SI-100's | 55.00 | 585.00 | (530.00) |
| 6030 a · Attorney General - RCT Filings | 6,575.00 | 6,500.00 | 75.00 |
| Total 6020 · State Office Expenses | <u>8,161.17</u> | <u>9,245.00</u> | <u>(1,083.83)</u> |
| Total 6000 · State Administration | 8,299.77 | 10,665.00 | (2,365.23) |

10:02 AM
 June 1, 2022
 Cash Basis

Sons In Retirement, Incorporated
 Income & Expense Budget vs. Actual - 2022
 January through May 2022

| | Jan - May 22 | Budget | \$ Over Budget |
|---|-----------------|------------------|--------------------|
| 6100 · Insurance | | | |
| 6110 · Commercial Package | 6,088.00 | | |
| 6111 · Directors and Officers | 1,602.00 | | |
| 6113 · Umbrella | 2,103.32 | | |
| 6100 · Insurance - Other | | 22,800.00 | (22,800.00) |
| Total 6100 · Insurance | 9,793.32 | 22,800.00 | (13,006.68) |
| 6200 · State Committees | | | |
| 6220 · Infosys Committee | | 40.00 | (40.00) |
| 6290 · Policy and Procedure Committee | | 105.00 | (105.00) |
| 6300 · Growth & Membership Committee | | | |
| 6303 · Materials, Supplies and Misc | | 210.00 | (210.00) |
| Total 6300 · Growth & Membership Commit... | | 210.00 | (210.00) |
| 6309 · Insurance Committee | | 40.00 | (40.00) |
| 6350 · State Sports Activities | | | |
| 6351 · Lodging and Meals | | 40.00 | (40.00) |
| 6352 · Mileage and Tolls | | 40.00 | (40.00) |
| Total 6350 · State Sports Activities | | 80.00 | (80.00) |
| 6360 · Public Image | 6,225.00 | 4,000.00 | 2,225.00 |
| Total 6200 · State Committees | 6,225.00 | 4,475.00 | 1,750.00 |
| 6400 · State Meetings | | | |
| 6410 · BS-AG-RD Meeting | | 415.00 | (415.00) |
| 6420 · State Board Meeting | | 625.00 | (625.00) |

10:02 AM
 June 1, 2022
 Cash Basis

Sons In Retirement, Incorporated
 Income & Expense Budget vs. Actual - 2022
 January through May 2022

| | Jan - May 22 | Budget | \$ Over Budget |
|---|--------------|------------|----------------|
| 6430 · Annual General Meeting | | | |
| 6435 · Branch Awards | | 415.00 | (415.00) |
| Total 6430 · Annual General Meeting | | 415.00 | (415.00) |
| Total 6400 · State Meetings | | 1,455.00 | (1,455.00) |
| 6500 · Region & Branch Meetings | | | |
| 6502 · Lodging & Meals | 116.25 | | |
| 6503 · Mileage & Tolls | 748.47 | | |
| 6505 · Supplies | 238.09 | | |
| 6510 · Branch Officer Training | | | |
| 6511 · Facilities | 200.00 | | |
| 6515 · Supplies | 51.07 | | |
| Total 6510 · Branch Officer Training | 251.07 | | |
| 6500 · Region & Branch Meetings - Other | | 1,575.00 | (1,575.00) |
| Total 6500 · Region & Branch Meetings | 1,353.88 | 1,575.00 | (221.12) |
| 66010 · Bank Service Charges | 12.00 | | |
| Total Expense | 25,683.97 | 40,970.00 | (15,286.03) |
| Net Ordinary Income | 12,011.61 | (5,922.50) | 17,934.11 |
| Net Income | 12,011.61 | (5,922.50) | 17,934.11 |

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through May 2022

| | Region 1 | | | |
|---|-----------------|-----------------|----------------|--------------|
| | Jan - May 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6502 · Lodging & Meals | 19.30 | | | |
| 6503 · Mileage & Tolls | 64.42 | | | |
| 6505 · Supplies | 56.92 | | | |
| 6510 · Branch Officer Training | | | | |
| 6511 · Facilities | | | | |
| 6515 · Supplies | 51.07 | | | |
| Total 6510 · Branch Officer Training | 51.07 | | | |
| 6500 · Region & Branch Meetings - Ot... | | 315.00 | (315.00) | |
| Total 6500 · Region & Branch Meetings | 191.71 | 315.00 | (123.29) | 60.9% |
| Total Expense | 191.71 | 315.00 | (123.29) | 60.9% |
| Net Ordinary Income | (191.71) | (315.00) | 123.29 | 60.9% |
| Net Income | (191.71) | (315.00) | 123.29 | 60.9% |

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through May 2022

| | Region 2 | | | |
|---|-----------------|-----------------|-----------------|---------------|
| | Jan - May 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6502 · Lodging & Meals | 69.95 | | | |
| 6503 · Mileage & Tolls | 503.30 | | | |
| 6505 · Supplies | 9.00 | | | |
| 6510 · Branch Officer Training | | | | |
| 6511 · Facilities | | | | |
| 6515 · Supplies | | | | |
| Total 6510 · Branch Officer Training | | | | |
| 6500 · Region & Branch Meetings - Ot... | | 315.00 | (315.00) | |
| Total 6500 · Region & Branch Meetings | 582.25 | 315.00 | 267.25 | 184.8% |
| Total Expense | 582.25 | 315.00 | 267.25 | 184.8% |
| Net Ordinary Income | (582.25) | (315.00) | (267.25) | 184.8% |
| Net Income | (582.25) | (315.00) | (267.25) | 184.8% |

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through May 2022

| | Region 3 | | | |
|--|-----------------|-----------------|----------------|--------------|
| | Jan - May 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6502 · Lodging & Meals | | | | |
| 6503 · Mileage & Tolls | 78.75 | | | |
| 6505 · Supplies | 82.05 | | | |
| 6510 · Branch Officer Training | | | | |
| 6511 · Facilities | | | | |
| 6515 · Supplies | | | | |
| Total 6510 · Branch Officer Training | | | | |
| 6500 · Region & Branch Meetings - Ot... | | 315.00 | (315.00) | |
| Total 6500 · Region & Branch Meetings | 160.80 | 315.00 | (154.20) | 51.0% |
| Total Expense | 160.80 | 315.00 | (154.20) | 51.0% |
| Net Ordinary Income | (160.80) | (315.00) | 154.20 | 51.0% |
| Net Income | (160.80) | (315.00) | 154.20 | 51.0% |

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through May 2022

| | Region 4 | | | |
|--|------------------------|------------------------|----------------------|---------------------|
| | Jan - May 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6502 · Lodging & Meals | 27.00 | | | |
| 6503 · Mileage & Tolls | 65.60 | | | |
| 6505 · Supplies | 80.12 | | | |
| 6510 · Branch Officer Training | | | | |
| 6511 · Facilities | | | | |
| 6515 · Supplies | | | | |
| Total 6510 · Branch Officer Training | | | | |
| 6500 · Region & Branch Meetings - Ot... | | 315.00 | (315.00) | |
| Total 6500 · Region & Branch Meetings | <u>172.72</u> | <u>315.00</u> | <u>(142.28)</u> | <u>54.8%</u> |
| Total Expense | <u>172.72</u> | <u>315.00</u> | <u>(142.28)</u> | <u>54.8%</u> |
| Net Ordinary Income | <u>(172.72)</u> | <u>(315.00)</u> | <u>142.28</u> | <u>54.8%</u> |
| Net Income | <u>(172.72)</u> | <u>(315.00)</u> | <u>142.28</u> | <u>54.8%</u> |

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through May 2022

| | Region 5 | | | |
|---|-----------------|-----------------|----------------|--------------|
| | Jan - May 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6502 · Lodging & Meals | | | | |
| 6503 · Mileage & Tolls | 36.40 | | | |
| 6505 · Supplies | 10.00 | | | |
| 6510 · Branch Officer Training | | | | |
| 6511 · Facilities | 200.00 | | | |
| 6515 · Supplies | | | | |
| Total 6510 · Branch Officer Training | 200.00 | | | |
| 6500 · Region & Branch Meetings - Ot... | | 315.00 | (315.00) | |
| Total 6500 · Region & Branch Meetings | 246.40 | 315.00 | (68.60) | 78.2% |
| Total Expense | 246.40 | 315.00 | (68.60) | 78.2% |
| Net Ordinary Income | (246.40) | (315.00) | 68.60 | 78.2% |
| Net Income | (246.40) | (315.00) | 68.60 | 78.2% |

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through May 2022

| | TOTAL | | | |
|---|-------------------|-------------------|----------------|--------------|
| | Jan - May 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6502 · Lodging & Meals | 116.25 | | 116.25 | 100.0% |
| 6503 · Mileage & Tolls | 748.47 | | 748.47 | 100.0% |
| 6505 · Supplies | 238.09 | | 238.09 | 100.0% |
| 6510 · Branch Officer Training | | | | |
| 6511 · Facilities | 200.00 | | 200.00 | 100.0% |
| 6515 · Supplies | 51.07 | | 51.07 | 100.0% |
| Total 6510 · Branch Officer Training | 251.07 | | 251.07 | 100.0% |
| 6500 · Region & Branch Meetings - Ot... | | 1,575.00 | (1,575.00) | |
| Total 6500 · Region & Branch Meetings | 1,353.88 | 1,575.00 | (221.12) | 86.0% |
| Total Expense | 1,353.88 | 1,575.00 | (221.12) | 86.0% |
| Net Ordinary Income | (1,353.88) | (1,575.00) | 221.12 | 86.0% |
| Net Income | (1,353.88) | (1,575.00) | 221.12 | 86.0% |

Sons In Retirement, Incorporated
 Balance Sheet YTD for CY 2022
 As of May 31, 2022

| | <u>May 31, 22</u> | <u>May 31, 21</u> | <u>\$ Change</u> | <u>% Change</u> |
|---------------------------------------|-------------------------|-------------------------|---------------------------|-----------------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 1100 · Citibank Checking | 29,623.20 | 44,675.49 | (15,052.29) | (33.7)% |
| 1130 · CitiBank IMMA | 40,422.61 | 40,411.13 | 11.48 | |
| 1140 · Citibank Insurance Reserve | 20,526.56 | 20,520.75 | 5.81 | |
| Total Checking/Savings | <u>90,572.37</u> | <u>105607.37</u> | <u>(15,035.00)</u> | <u>(14.2)%</u> |
| Accounts Receivable | | | | |
| 1200 · Accounts Receivable | (1,037.80) | (487.00) | (550.80) | (113.1)% |
| Total Accounts Receivable | <u>(1,037.80)</u> | <u>(487.00)</u> | <u>(550.80)</u> | <u>(113.1)%</u> |
| Other Current Assets | | | | |
| 1499 · Undeposited Funds | | 1,471.75 | (1,471.75) | (100.0)% |
| Total Other Current Assets | | <u>1,471.75</u> | <u>(1,471.75)</u> | <u>(100.0)%</u> |
| Total Current Assets | <u>89,534.57</u> | <u>106592.12</u> | <u>(17,057.55)</u> | <u>(16.0)%</u> |
| TOTAL ASSETS | <u>89,534.57</u> | <u>106592.12</u> | <u>(17,057.55)</u> | <u>(16.0)%</u> |
| LIABILITIES & EQUITY | | | | |
| Equity | | | | |
| 3000 · Opening Bal Equity | 70,375.08 | 70,375.08 | | |
| 3200 · Retained Earnings | 7,147.88 | 28,460.58 | (21,312.70) | (74.9)% |
| Net Income | 12,011.61 | 7,756.46 | 4,255.15 | 54.9% |
| Total Equity | <u>89,534.57</u> | <u>106592.12</u> | <u>(17,057.55)</u> | <u>(16.0)%</u> |
| TOTAL LIABILITIES & EQUITY | <u>89,534.57</u> | <u>106592.12</u> | <u>(17,057.55)</u> | <u>(16.0)%</u> |